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# the NOVI NEWS

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## Novi cops warn area stores of operation

By CRISTINA FERRIER  
Staff Writer

An undercover liquor enforcement action by Novi Police, which will make use of underage "decoys" who will attempt to purchase liquor, is expected to begin in the next few weeks, Novi Police Chief Doug Shaeffer said.

Mallings have already been sent out to stores, restaurants and other establishments that sell liquor, informing owners of the department's plan.

"So far I've just had some light conversation with some of the license holders, to make sure they received the letters and they know what the standards are," Shaeffer said. "We want to be as upfront as possible."

"The purpose is not to catch somebody selling to minors, but to keep them from doing it in the first place."

A recent similar program in Farmington Hills found 70 percent of the stores tested sold to minors, in spite of advance notification letters from police.

Shaeffer said once the program starts, it will be ongoing. The letter that has been sent to liquor license holders is likely to be the only warning they will get.

However, he added, stores that "pass the test" and refuse to sell to minors might be receiving a congratulatory letter, commending them on their compliance with the law and their efforts to stop underage drinking.

Stores caught selling to minors will be fined and reported to the state liquor control board. An accumulation of such reports will lead to revocation of their liquor license.

"I'm sure liquor sales are a major part of their income," Shaeffer said. "If (an establishment) wants to make that very small additional profit margin by selling to minors — if they want to risk that — then they should receive that penalty."

Shaeffer said the "decoy" minors used in the exercises will not carry fake IDs, wear excessive makeup, have facial hair, or any other things that might make them look older than they are.

"Our intent is not to trick anybody," he said. "We prefer to just prevent it to begin with."

The underage decoys have not been chosen yet, but "it will be good exposure for some of the kids," Shaeffer said. "It will be a good experience for them, and good for the community."



Members of the Polish National Alliance Centennial Dancers, these youngsters entertained the crowds at the Novi International Festival Sunday with a folk dance.

Photo by MICHAEL MALOTT

## Foreign affair International Fest draws thousands

By CRISTINA FERRIER  
Staff Writer

Four years ago the International Festival was just a dream in Mav Sanghvi's head.

But today the Novi doctor is sitting back and reflecting on the third of what has become an annual event in Novi. And although there are some things he would like to see different, he knows the festival is growing into a regular Novi feature.

About 7,000 people attended the Aug. 21-23 event, which was held in the Novi Town Center.

"We had absolutely excellent weather," Sanghvi said. "It was directly mail-ordered from Bombay, and it arrived on time."

Sanghvi, who works all year to organize each International Festival, said he was particularly pleased with the entertainment this year.

"We had lots of stuff here," he said. "Excellent

weather, good food, beer, wine, music... all the ingredients for a good party."

Highlights of the entertainment included King David's Band, which performed reggae music Friday evening.

"The music they played was absolutely top-class," Sanghvi said. "It was unbelievable and everyone loved it."

Performing groups on Saturday included a middle eastern dance troupe called Troop Ta'Amullat; two Chinese dance schools from Ann Arbor and Wayne County; a program of Polish dance by the Polunjny Dancers; and a performance by Blis Morgan, a German band.

Sunday performances included groups of Finnish and Polish folk dancers and Daughters of Peace, a middle eastern folk dance troupe. Syrena, a children's Polish folk dance group, performed the finale.

Continued on 10

## Report shows no guidelines for water line

By JAN JEFFRES  
Staff Writer

City Attorney David Fried's report on the South Hill Construction Co.'s diversion of a public water main into Mystic Forest subdivision was not warmly received Monday.

Fried concluded that "a total lack of formal policy" led Novi's consulting engineers JCK & Associates into undertaking policy decisions which should have been made by Novi City Council or the administration. He advised the city to set up guidelines for the engineers.

Council Member Nancy Cassis, who instigated the investigation, blasted the 17-page document for containing "watered down conclusions." The project's costs have spiraled upward from \$72,000 to \$130,000.

Cassis refers to the issue as "Watermaingate."

"I think your report confirmed that main provided financial benefit to Mystic Forest not enjoyed by other property owners and increased the engineering costs to the city by at least \$46,000," Cassis said.

"It's too benign, benevolent and blind. The report misses the mark due to presumption and unanswered questions, overlooking the law and the city charter."

"This indeed is much more serious than initially I thought it was," she said.

South Hill is one of the developers of Mystic Forest, as well as the

Novi's "Watermaingate" began in March 1991, when City Council began mulling ways to finance construction of a water main down Novi Road. City attorney David Fried recently concluded that there was nothing improper in the city's contract and that the consulting engineer probably knew the line would have to be rerouted. But Fried's report has come under attack. The story is on page 8.

contractor who won the bid to install the water main.

At Council Member Joseph Toth's request, the report will be discussed in-depth in an as-yet-unscheduled special meeting.

Fried was instructed in July to investigate the issue after research by Cassis showed that the water main was re-directed from a proposed straight shot along Novi Road into the subdivision.

"JCK has spent hours and hours and hours with me in preparing this report. I looked at their files. Every cooperation was extended," Fried said.

Continued on 8

## Expo finds win-win situation at council

By JAN JEFFRES  
Staff Writer

The Novi Expo Center was twice-blessed by the city Monday.

The convention center won one of Novi's precious Class C liquor licenses.

And the Novi City Council agreed to pursue a \$2.5 million state grant to build the second half of a ring road to curve past the Expo Center and connect Novi Road to Grand River Avenue in the northwest quadrant of the town center.

But the second boon came with a warning — the businesses must chip in and pay in cash or right-of-way donations worth a good share of the city's \$624,000 match for the grant.

In March, the city council reserved the liquor license for the Expo Center for six months.

"We didn't want to wait until the last minute, particularly because of the issues that surround liquor licenses in the city at this point," Expo Center president Blair Bowman said, to explain why he was coming back for final approval.

Dragon City owner Scott Wang has asked the American Civil Liberties Union to investigate if the council's denial of a license to his Chinese restaurant was discriminatory.

The council found the facility met liquor license ordinance requirements as a convention center capable of serving a sit-down meal to 800 people. The Novi Sheraton Oaks vouched it has the capability of catering to a crowd of up to 2,000 there.

The Expo Center's grand opening is slated for October.

Continued on 10

## Trailer park warned to boil water

By CRISTINA FERRIER  
Staff Writer

"Don't drink the water" is advice usually given to Americans planning a vacation south of the border.

But it has been the word around Country Cousins Mobile Village for more than two weeks, and as of Monday residents there were still up in the air over the Oakland County Health Department's tests that turned up coliform bacteria in the water supply.

According to Nathan Foote, an environmental health specialist for the state health department, Country Cousins is one of 26 mobile home communities in Michigan where residents are currently being warned to boil their drinking water.

But there may be an end in sight. Foote said a third battery of testing took place Monday morning, and results were expected by Wednesday afternoon.

The new tests followed a flushing-out of the Country Cousins water system, which he said was designed to remove any bacteria build-up that may have naturally accumulated in the pipes.

The problem was discovered when routine water testing, performed during the week of July 20, turned up a presence of coliform, said Bob Long, administrative assistant for Oakland County Environmental Health Services.

Coliform bacteria in and of itself is natural and basically harmless, Foote said.

"If you lick the end of your finger right now you will eat hundreds of coliform bacteria," he said.

"If an infant got a formula bottle that was just loaded with the bacteria he could get diarrhea. That would be the worst that could happen. But diarrhea can lead to dehydration, and that can be dangerous. Our biggest concern is with infants and elderly people."

Nathan Foote  
Environmental Health Specialist  
Department of Health

"You find it all the time, crawling on food, on tables — they're everywhere."

The problem is, coliform in the water supply can sometimes be an indicator of a possible outside influence, such as sewage, Long said.

"But it's important to note that we have found no association with fecal material or sewage in the Country Cousins water," Foote stressed.

Coliform can possibly be dangerous to infants or elderly people, he explained, because it can

cause diarrhea. However, it would have to be ingested in huge doses.

"If an infant got a formula bottle that was just loaded with the bacteria he could get diarrhea," he said. "That would be the worst that could happen."

"But diarrhea can lead to dehydration, and that can be dangerous. Our biggest concern is with infants and elderly people."

Foote said a small amount of coliform in the water is natural, and probably exists in every water supply.

"But we should be able to fill a tiny (sample) bottle and not get any bacteria," he said.

When a first testing shows a presence of coliform, local and state health departments then follow up with four more tests. If the coliform turns up a second time, residents are notified and put on a "boil water" notice.

In the Country Cousins case, coliform was found in the first testing, then in one of the four samples in the second testing.

"Normally, when there is a real problem, the coliform will turn up in all of the followup samples," Foote said.

"I am confident that although the Country Cousins supply does have some aesthetic problems — problems with color, taste and smell — the water is probably safe. All of the chemical and bacteria testing has been very good up to this time."

However, if the third testing indicates that coliform is still present, residents will continue to boil their water. A chlorination process would then be performed to kill any remaining bacteria.

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In today's issue



A special section...

PROGRESS

success stories







Photo by BRYAN MITCHELL

### Keeping a close watch

Lifeguard Jason Lennig keeps an eye on the swimmers on the beach at Novi's Lakeshore Park. Crowds have been heavy there since weather warmed up this month. This is Len-

nig's first year at the park working as a lifeguard. He'll be a junior at Northville High School when it opens this fall. He plans to be on the swim team.

## Merit pay raises discussion

By JAN JEFFRES  
Staff Writer

How good is good work and how do you reward it?

This is what Novi City Council members are asking as they review the city's merit program for administrative, non-union employees.

The past salary system has drawn council criticism during city budget sessions.

"I've heard stories that you lost people who were exceptional employees because they did not get the raises they should have gotten," Council Member Joseph Toth said.

A special council meeting was set for Aug. 19 to discuss a series of concerns about city policy raised by Toth.

As explained by city management, Novi hires in staff at below the going rate. If the employee works out, his or her salary is "realigned" to bring it up to or near what a comparable staffer at other cities would earn.

Previous alignments of some staff salaries have sometimes exceeded the 20 percent mark and have, with occasional grumbling, been approved by the council majority.

The city also gives flat percentage increases to all non-union employ-

ees. Typically, these follow the example set by the contracts of unionized employees, City Manager Edward Kriewall said.

In 1981, the city adopted an administrative personnel policy that calls for an annual written review and establishes how recommendations are made on salaries and merit pay.

"We have produced a system that does reward outstanding performances. It doesn't reward mediocrity," Klavner said.

Mayor Matthew Guin suggested further research into the matter, but took a position that the program should be left intact because he had not heard of any employee complaints of unfairness.

"You really have to rely on you to a certain extent to measure the individual performances and reward them accordingly," Kriewall said.

That's not always easy, according to Council Member Tim Pope, who said the administration didn't seem responsive to council questions on the issue during the budget meetings.

"You've got to do what the manager says and trust your administration, which really sometimes need help to do," he said.

## Home Sweet Home changes hands

By JAN JEFFRES  
Staff Writer

The new owners of Home Sweet Home say they will make no drastic changes to the popular eatery.

Novi City Council Monday granted a liquor license transfer to the Nine Mile Road restaurant's new owners Orchard Lake residents David Collins and Joan Bell-Collins.

Home Sweet Home's previous owner, Steve Romanik, recently sold the business for health reasons. The privately held corporation,

The New Home Sweet Home, Incorporated in June.

The owners in their liquor license application noted that they plan to "assure continuity of the operation of the facility at its traditionally high standards" and will retain the restaurant's current staff.

Collins told the city they needed the dance and entertainment permit which accompanies the liquor license for Wednesday night jazz evenings and an occasional private party.

The restaurant is housed in the

1920s-era Rogers mansion. Bell-Collins, who has restaurant management experience with several Las Vegas-area hotels, will be the general manager.

"I hope it's open all the time," Council Member Carol Mason said.

Bell-Collins said the new firm is considering expanding the restaurant service to include Mondays and lunch-time. In the past, Home Sweet Home has only been open for dinners.

## Family angered by light sentence

A 20-month legal battle over a drunk driving accident that seriously injured a Novi woman and killed a passenger in her car ended Aug. 11 with a light sentence.

Duane C. Bowden, 50, was sentenced by Oakland Circuit Judge Francis O'Brien to 3-15 years in prison for manslaughter in connection with the death of 20-year-old Corey Hallums of Livonia.

Bowden, police said, was legally drunk when his 1982 Buick Century crossed the center line on Wixom Road and slammed head-on into the southbound 1986 Dodge Colt in which Hallums was a front-seat passenger.

The driver of the Colt, Hallums' girlfriend Natalie Catt, 17, of Novi, suffered closed-head injuries in the Dec. 2, 1990, crash. Two back-seat passengers also were injured.

Catt was the designated driver for the group, which was returning from a birthday party in Commerce Township. Wixom police reported that she was sober the night of the accident.

Hallums' family believes Bowden should have received a stiffer punishment.

"This isn't a kid you're talking about. This is an adult who should have known better," said his stepmother, Emily Hallums.

"This isn't a kid you're talking about. This is an adult who should have known better."

Emily Hallums, victim's stepmother

"All the young people in the courtroom got the message. And it's the wrong message."

Hallums said O'Brien should have used his discretion to pass a tougher sentence in the case.

Had the accident occurred this year Bowden would have been charged under new, tougher drunk driving laws, she added.

Her stepson had just gotten his first adult job, as a dockhand at the Livonia Foodland plant, after graduating in 1988 from Clarenceville High. Seeing Corey take to the camaraderie and friendships with new co-workers was exciting, she said.

Trying to prop up husband Jay's life has been nearly as difficult. "For the first three months my husband was almost comatose," she wrote in a victim impact statement to the court.

"Jay is a man who will work a 16-hour day without any problem. So to see him lying in bed was extremely frightening."

He is here today, but he will never be the man he was before Corey was killed.

"A piece of his heart has been torn out and left to bleed."

Since the accident, Emily Hallums has been active in Mothers Against Drunk Driving. She speaks every few months as a member of MADD's victims' impact panel and plans to continue those efforts.

"Every time I get up and talk I'm reliving the accident," she said. "But this is too important not to do it."



Photo by BRYAN MITCHELL

### Polish folkdances

These children, members of the Polish National Alliance Centennial Dancers, performed many folkdances for those at the Novi International festival. Those who attended the festival, held at the Novi Town Center, were treated to dances and

music from a variety of countries, including France, Lithuania, Mexico, Jamaica, India, China, Japan, Poland, Germany, Finland and the Mideast.

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# Life goes on for Honigman

It was a beautiful, clear, sunny day the Thursday after the Aug. 4 primary election.

But not to Dave Honigman. Honigman, recuperating at his West Bloomfield home two days after the election, looked like he felt — spent. He recently left on vacation. Dressed in a Yale sweatshirt, Country Day sweatpants and baseball cap, with his eyes still at half mast from lack of sleep, Honigman admitted he didn't quite know what had hit him.

The election as Republican candidate from the newly-drawn 11th Congressional District, by most accounts, had been his to win. He had held public office for eight years and he had unlimited money to spend on a campaign.

He conceded defeat to conservative, pro-life Joe Knollenberg when TV news was saying a mere 4 percent of the votes were in. "When I barely won Walled Lake, I knew," he said.

Honigman attributed about half of Knollenberg's victory to the pro-life vote. "You see their candidates twin-

ning) all over Oakland County. I admire Right to Life."

About 35 percent was a result of what he terms "attack ads." And the rest, he said, was due to Bill Broomfield's endorsement.

"It shows the non-importance of newspaper endorsements. We got 14 of 15," Honigman said.

"I can't honestly think what we would have done differently. We did everything more than everybody. We knocked on 40,000 doors. We had the largest number of volunteers. It's difficult.

"It would have been a lot easier for me one on one."

But, Honigman said, once Knollenberg declared, he knew it would be a three-person race. He knew the pro-choice Republicans would run a candidate.

"My abortion position being in the middle was very inexpedient and being subjected to half a million dollars of attack ads. It was hard to withstand. It hurt her, too."

He was referring, of course, to Alice

Gilbert, who resigned from the circuit court to become the pro-choice candidate. Gilbert says her so-called "attack ads" pertained to the issues.

Sitting on his patio overlooking his forested backyard, Honigman was eventually joined by his wife, Joann, and campaign manager and Novi City Council member Tim Pope. Pope looked even worse than Honigman. Joann had evidently recovered faster.

"Someone said today, it just became a natural disaster or an act of God," said Pope, who ran past successful campaigns for both Honigman and state Republican Sen. Michael Bouchard.

"You hope you can run a candidate who has positions on one extreme or another. David said he wouldn't change his positions no matter what." He told us: "You've got to feel proud of yourself even if you lose."

But Honigman admits that his middling position "finally caught up with me."

The big question: Does this mean

he will limit his political horizons to the Michigan Senate, or leave politics in two years at the end of his elected term?

Honigman first said he doesn't know.

"It is an ordeal campaigning — emotionally draining. You've got to ask yourself how many times can you do this — put your family and friends through it." And, in apparent reference to people in his campaign running out of control, he said: "Sometimes it's hard to hold them back."

"I feel terrible for all the people who worked their hearts out."

But he mentioned that to make him feel better, some of his staff reminded him that Abraham Lincoln also lost elections.

"I love public office. Still, campaigning and being in office are two different things."

Asked again whether he will stay in politics, he said: "I think so, but we'll have to think about it."

"Of course you will," Joann said. "Life goes on."

## Health Notes

**Cholesterol screening:** Total cholesterol screening by finger-stick method will be given from 1-4 p.m., third Monday of each month, for a \$5 fee. Stop by the Health Development Network at the Botsford Center for Health Improvement, 39750 Grand River Ave., Novi. For more information call 477-6100.

**Food Talk cooking demo:** "Canning and Freezing" will be the subject Aug. 27 at 7 p.m. at the Health Development Network at the Botsford Center for Health Improvement. Preregistration is requested and there is a \$10 fee. Call 477-6100 for more information.

**Aerobic Weight Training for Women:** Aerobic Weight Training for Women takes place Tuesdays and Thursdays, 5-6 p.m., at the Total Rehabilitation and Athletic Conditioning Center at the Botsford Center for Health Improvement. Class consists of a 60-minute workout combining weight training and aerobic exercise. Preregistration is requested and there is a \$42 fee. Call 473-5600 for more information.

**Circuit training:** Circuit Training classes are offered from 7-8 p.m., at the Total Rehabilitation and Athletic Conditioning Center at the Botsford Center for Health Improvement. A 21-station circuit of both cardiovascular and resistance equipment is used to enhance your overall fitness. This is a great class for people with busy schedules. Class lasts eight weeks. Call 473-5600.

**E-Z Yoga:** Learn how to relieve tension through improved breathing and increased flexibility with a six-week yoga class. For more information and preregistration call TRACC in Novi at 473-5600.

# Gilbert airs campaign griefs

Alice Gilbert is weighing her options.

The former judge who left the bench after 31 years to run for the Republican nomination from the 11th U.S. Congressional District said: "I'm going to take my time and examine my options."

In a telephone interview from her West Bloomfield home, she said she's not tired, despite the hectic campaign.

Gilbert, who finished third behind the winner, Joe Knollenberg, but not too far behind state Sen. Dave Honigman, said she didn't expect to take a vacation.

"I don't have a vacation planned. I'm expecting a grandchild this month." She had reservations to attend the Republican National Convention, but wasn't sure whether she would go.

"I'm not saying I'd do anything different," Gilbert said, in examining the campaign she ran.

She said she was "crippled" by not having access to primary voter lists, which she said were not available to her. And, as a latecomer in the campaign, she said it would have been too difficult to have hand copied the lists from all 75 communities.

"I had run other campaigns. I left the bench taking for granted those lists would be available to me." Both Knollenberg and Honigman had access to those lists, she said.

Gilbert, as did Honigman, attributed defeat primarily to the pro-life vote. But, unlike him, she's very worried about what that projects both for women candidates in November and for choice.

She also said: "I don't think the

newspaper endorsement means anything."

She criticized the papers for highlighting what they termed "muddling" and for not giving the candidates in-depth positions on issues other than abortion.

Gilbert also was critical of Congressman William Broomfield, who handpicked and endorsed Knollenberg as his successor. "If he were a true Republican, he would have withheld his endorsement."

She noted that Oakland County executive candidate L. Brooks Patterson originally came out for Honigman, but when others declared he withdrew to let them run on their own.

Gilbert said she was happy about the "broad base of support" she drew from communities where she was not as well known. "I'm flattered I got such overwhelming support."

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## CUTTING DRUNK DRIVING





# Fall Sports

**FOOTBALL**  
Randy Naumann  
lost to team/2B

**BASKETBALL:**  
Young, talented  
'Cats ready for KVC/3B

**SOCCER:**  
Novi regroup  
after graduation loses/4B

**SCHEDULES:**  
Every fall  
sport listed/5B

**B**

THURSDAY  
August 27,  
1992

## 'Blondie'

Kristen Kenny hopes to lead her team into a winning season

By SCOTT DANIEL

**K**risten Kenny is a lot of things to a lot of people. A best friend. A big sister to Adam and Jessica. To her teammates on the Novi High basketball team, though, she's just "Blondie."

The nickname wasn't coined from the early '80s rocker Deborah Harry or even from the old Dagwood comic strip. A former teammate pinned the moniker on her as a freshman.

"Mary Grace Yankowski use to joke about the color of my hair," Kenny said. "Ever since then, everyone has just called me Blondie."

The fair-haired junior will look to lead the Wildcats this fall in the always-competitive Kensington Valley Conference. Behind Kenny last season, Novi improved by five games and finished third in the conference.

According to coach John Hoffman, the 'Cats will depend a lot on the 16-year-old.

"Her job is to score," he said. "She needs to score if we are going to be successful. Kristen will have to be a leader on the floor."

As a sophomore, Kenny led the Wildcats in scoring with a 10.1 points-per-game average and also contributed on the boards with five a game. While those numbers surely will go up, she said she isn't concerned about her own production. Putting up "W's" is more important.

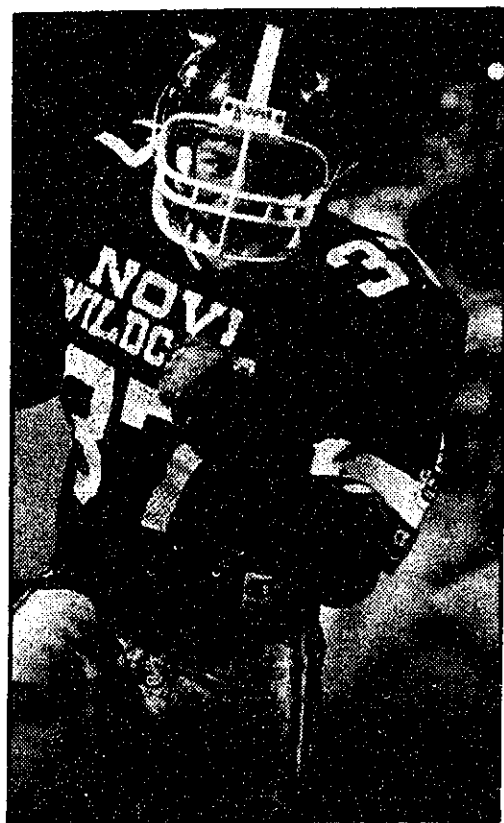
"I like to win," Kenny explained. "I look for any way possible to

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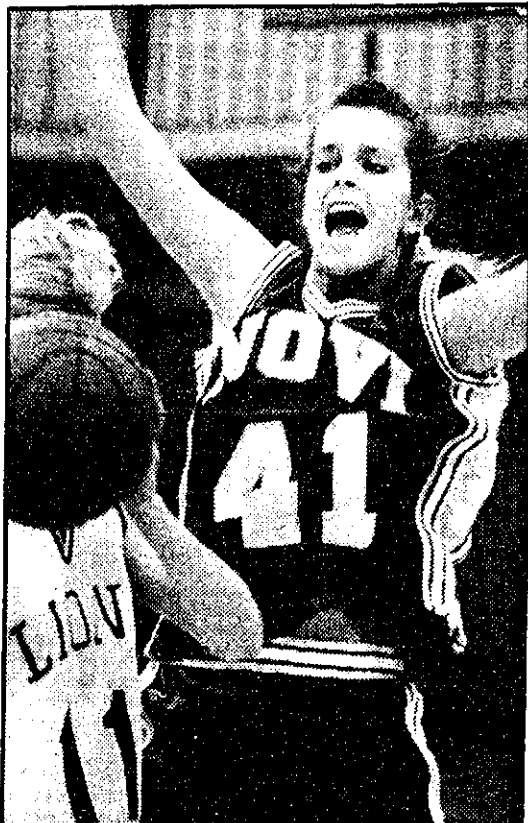
Kristen Kenny could lead the 'Cats to glory in the KVC.

**Football**



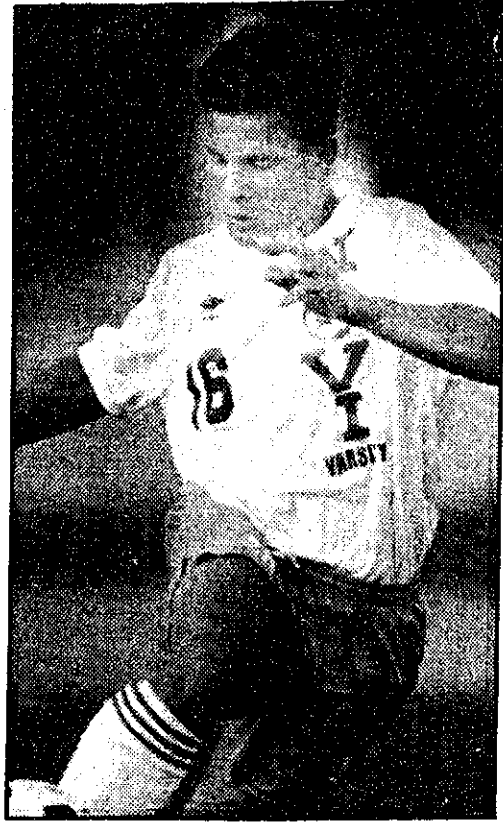
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**Basketball**



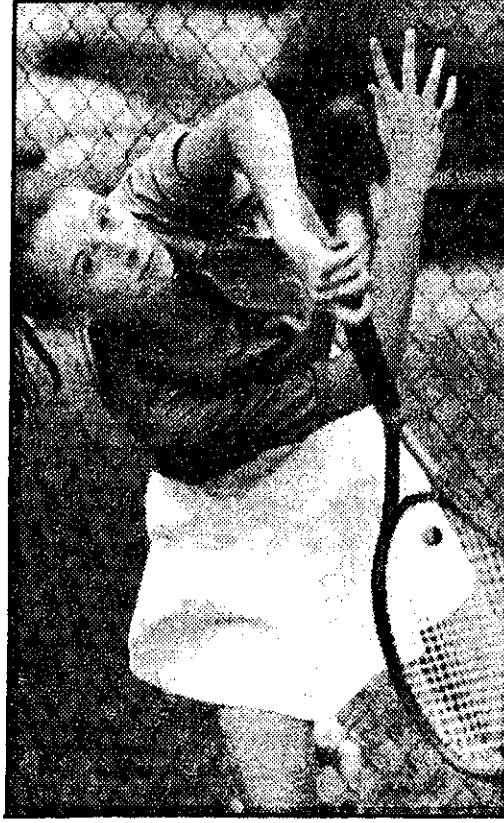
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**Soccer**



Page 4B

**Tennis**



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# 92 FACTORY-AUTHORIZED CLEARANCE

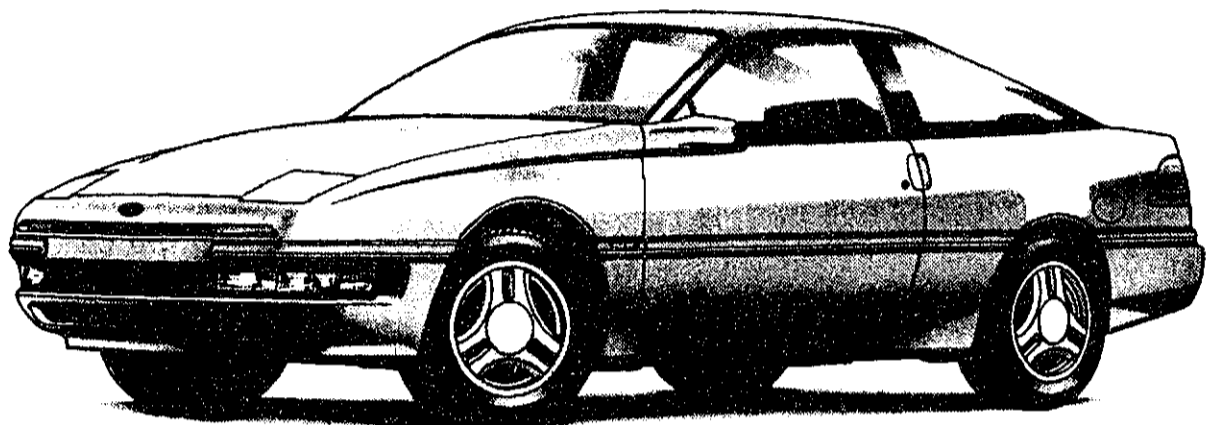
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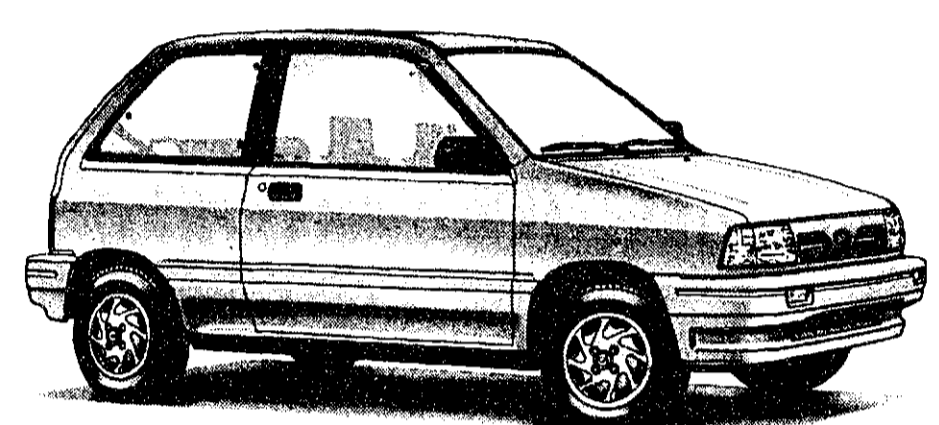
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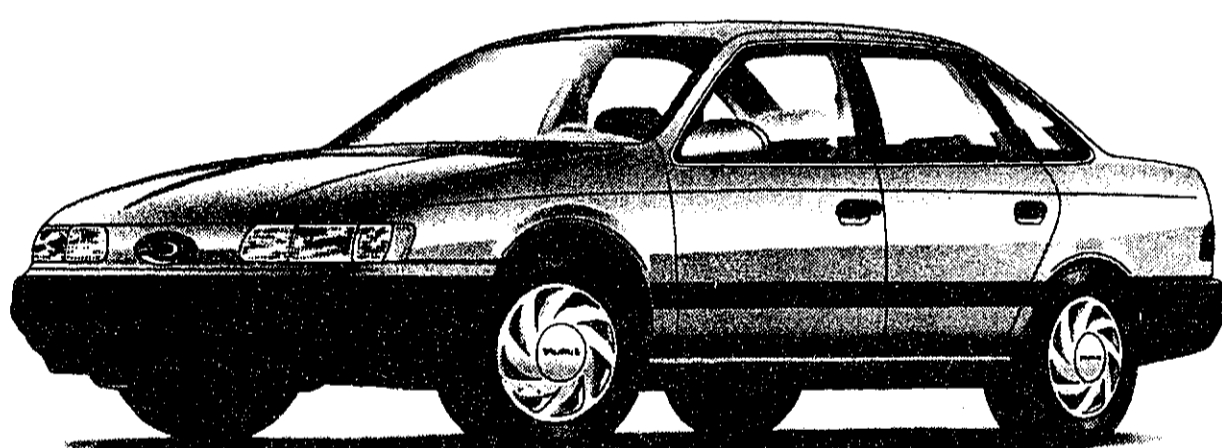
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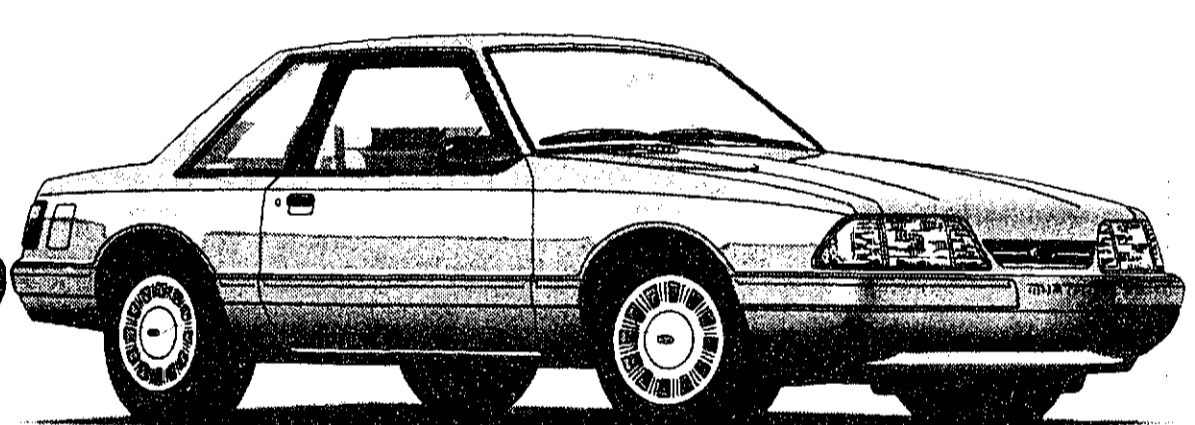
**\$1000 CASH BONUS** <sup>(2)</sup>

Save \$700<sup>(3)</sup> when you buy Preferred Equipment Package 204A on 1992 Ford Taurus GL.

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- Power Locks
- Speed Control
- Power Seat
- And More...

**SAVE \$1700** <sup>(4)</sup>



## 1992 FORD MUSTANG LX SEDAN

**\$1000 CASH BONUS** <sup>(2)</sup>

Save \$1000<sup>(3)</sup> when you buy Preferred Equipment Package 240A on 1992 Ford Mustang LX.

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Dealer participation may affect savings. Take new retail delivery from dealer stock. Limited time offer. See dealer for details. (3) Savings based on Manufacturer's Suggested Retail Price of Option Package vs. M.S.R.P. of options purchased separately. (4) Total savings based on cash bonus plus Option Package savings. The FDAO reserves the right to cancel their offer at anytime. A, X and Z plan buyers are not eligible for the FDAO offer.

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**REAL ESTATE**

**Lockboxes boost marketing capabilities**

By James M. Woodard  
Copley News Service

The key to a board of Realtors' marketing capability is usually in its multiple listing service operation. And the key to individual MLS-listed homes is usually in a little metal container called a lockbox or key-safe.

This device, commonly attached to the front door, is used by authorized MLS members to access the home's interior and show it to prospective buyers. The house key is contained and protected in this metal box. The sales agent uses a master key and/or combination or electronic program to gain access to the box.

A new high-tech type of lockbox is now being used or considered by several MLS groups throughout the country. Instead of the common system using a key and/or manual combination to open the box, MLS members use an electronic device programmed to enter the boxes.

The heart of the new system is an "electronic key" or card that is required to open each lockbox. Each card has a memory unit that stores the date, time and identity of the most recent 600 key safes it

has opened.

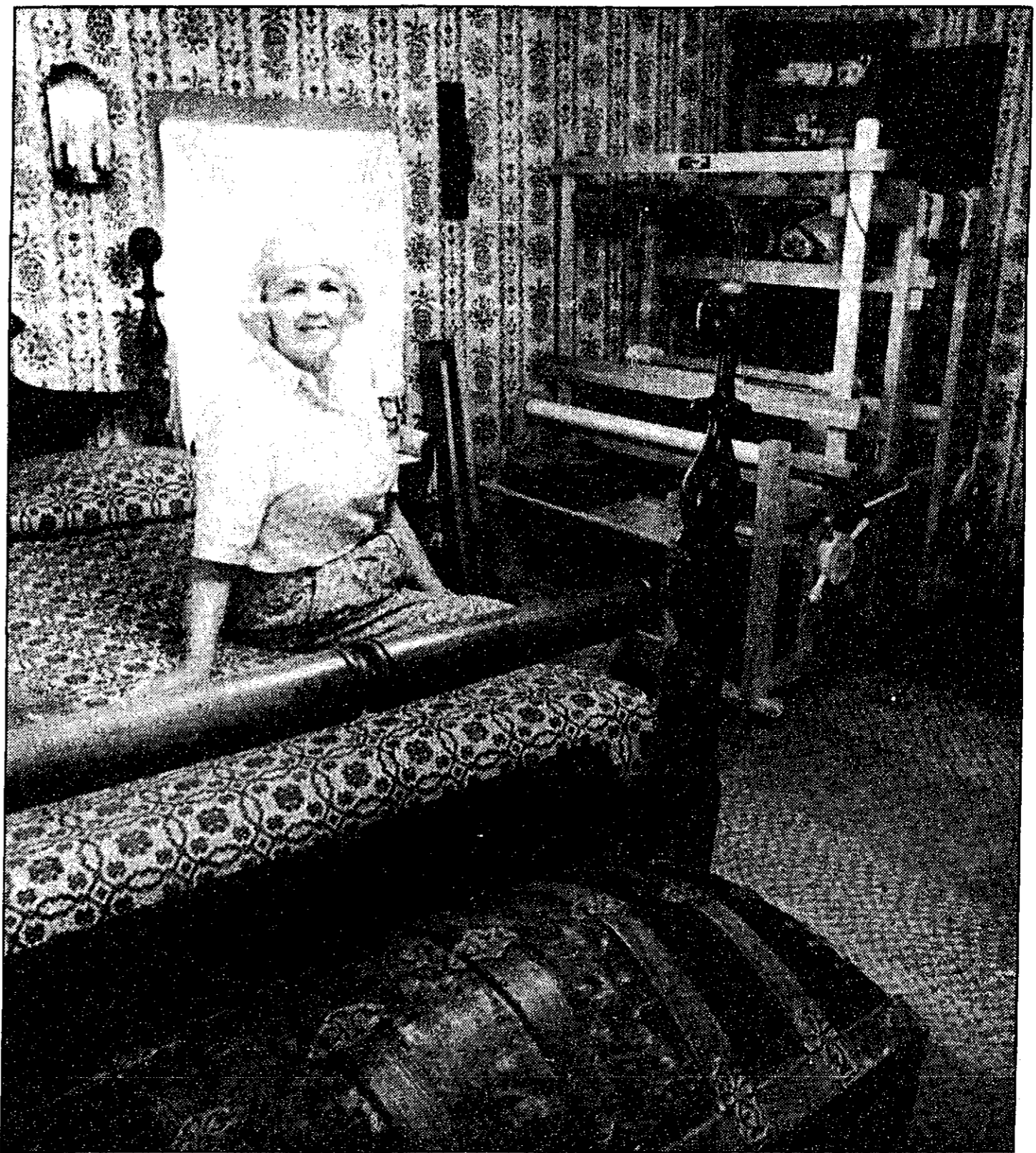
With this system, the MLS can quickly determine who has used the lockbox on what date and at what time. The box has an electronic memory unit and keeps a record of the previous 600 openings.

Another advantage of the new system is that it can be programmed to open only at specified time periods during the day or only if a special code is used, available from the listing agent. In other words, if a "day sleeper" lives in the house, the device could be programmed to work only after 2 p.m. Or if a working mother doesn't want to allow access after the kids return from school, the period from 3-6 p.m. could be blocked out.

The memory capability of the new device also is helpful as a marketing tool for the listing broker. It can produce printout reports on the number of times the property was shown to prospects over a specified time period.

The primary benefit of an enhanced lockbox system is to provide maximum protection for listed properties and minimize the liability risk for brokers and MLSs.

Continued on 2



Barbara Young pauses in the master bedroom of her Milford home.

Photos by HAL GOULD

**HOME DESIGNS**



**Spanish-style Beaver offers inner courtyard**

By James McAlexander  
Copley News Service

Designed to take advantage of a warm climate, almost every room in the Spanish-style Beaver has windows that open onto an inner courtyard. This luxurious home has more than 6,000 square feet of living area.

The eating nook, tucked in a window-lined protrusion into the garden court, might as well be in the courtyard, it's so close. But being inside, it has the advantage of being warm and dry year-round.

The kitchen has a walk-in pantry with double doors, a work island complete with built-in grill and space for a freezer as well as a refrigerator.

The entryway is through a wrought-iron gate under a graceful Spanish arch. A unique conversation pit lined with built-in seats is located two steps down and to the left of the wide foyer. A large wood-burning stove on a hearth raised to the level of the adjacent living room warms both rooms.

The dining room, foyer, conversation pit and living room all have high sculptured ceilings, partially open to the second floor.

Skylights brighten a family room complete with sauna, another wood-burning stove, storage closet and wet bar. A nearby bathroom has twin basins and an oversize shower. This bathroom is also convenient to a room that could serve

as a study, a guest bedroom, hobby room, or what have you.

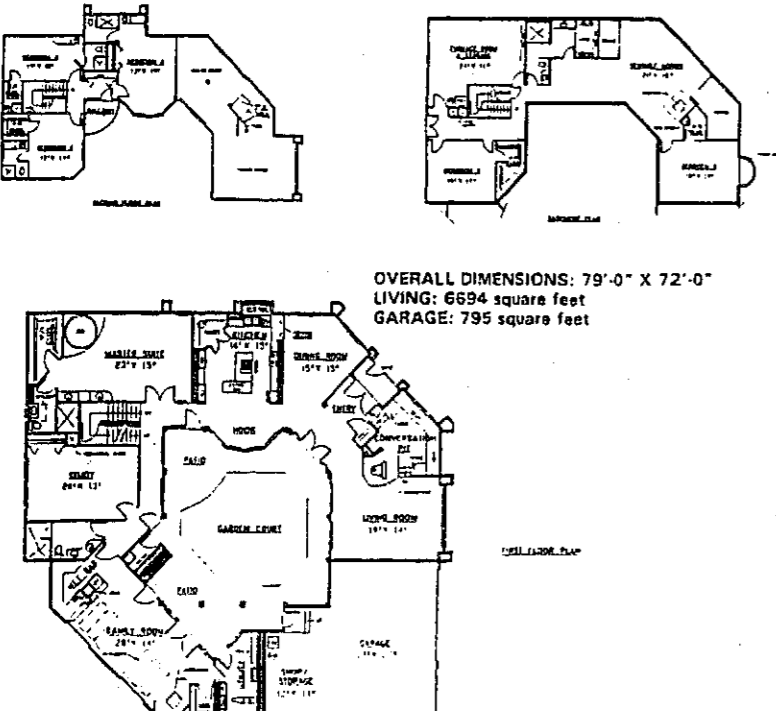
A large, oddly shaped utility room features a built-in ironing board, utility sink and plenty of counter and cupboard space. This room is within a few steps of an extra-large garage that contains additional room for storage or a shop.

The luxurious master suite is fit for a sultan. Amenities include a circular spa large enough to entertain a few guests, a sky-lit bathroom, two basins with mirrors in a long vanity outside the bathroom and a huge walk-in closet.

A balcony upstairs overlooks the courtyard and each of the three bedrooms has its own private bathroom. Two have walk-in closets and separate vanities outside the bathroom.

The Beaver has an adobe brick-and-stucco exterior, capped by a Spanish tile roof. Arched windows on the front facade accent the Mediterranean flavor.

For a study plan of the Beaver (207-13), send \$7.50 to Landmark Designs, c/o HomeTown Newspapers, 323 E. Grand River Ave., Howell, MI 48843. (Be sure to specify plan name & number when ordering). Designers, Architects and readers with plans they would like to see featured also are invited to contact Landmark.



Old china in a 'Young' home.

**young & old**

Barbara and Will Young's restored 1841 Saltbox home is slated for the Milford Home Tour this fall

By Pamela Dear  
Special Writer

"We didn't know anything about old houses except we just knew we liked them," Barbara Young recalled.

In July of 1971 Barbara and Will Young purchased a charming circa 1841 New England salt box farmhouse containing Greek Revival trim. The home, located on nine quiet acres on Garner Road in Milford, won the Building Restoration and Preservation Award for 1991 sponsored by the Milford Historical Society.

The Youngs previously lived in Oak Park. Barbara is a retired elementary school teacher and Will is an English teacher at

Continued on 3

**A pristine yard**

By C.Z. Guest  
Copley News Service

**GARDENING**

A beautiful, eye-catching yard, one that features a lush, green lawn and well-pruned plants and shrubs, is relatively simple to achieve if you start early and work periodically to maintain it.

Start with the lawn. When winter comes to an end and the last frost has melted and cleared, it's time to rid the turf of grass and leaf clippings left over from the previous fall. An old-fashioned raking will do just fine.

Many towns and municipalities now charge for the pickup of lawn waste, as well as for the actual bags in which the materials are placed. Consider purchasing a shredder, it can reduce eight bags of leaves to one, saving you money and lessening the burden on the nation's overflowing landfills.

Once the lawn is cleared, prep it for the coming summer by tilling or using another aerating device to let the turf breathe. Then lay down grass seed as needed in bare spots or thinned areas. Many professional landscapers recommend applying a fertilizer high in nitrogen to provide an added boost to the developing lawn.

Lawns thrive when they receive an inch of water a day. Many cities face drought each season and, therefore, enforce water restrictions, so water wisely. Turn on the sprinklers in the early evening. This allows the soil to absorb the moisture before the sun's warm rays evaporate it the next morning.

Beds can benefit from proper watering, too. A landscape fabric laid atop the soil allows air and water to filter through while physically blocking the growth of weeds. An inch-thick layer of mulch or wood chips placed over the fabric continues to permit air and water through while making a decorative addition to the landscape and reducing the number of waterings necessary.

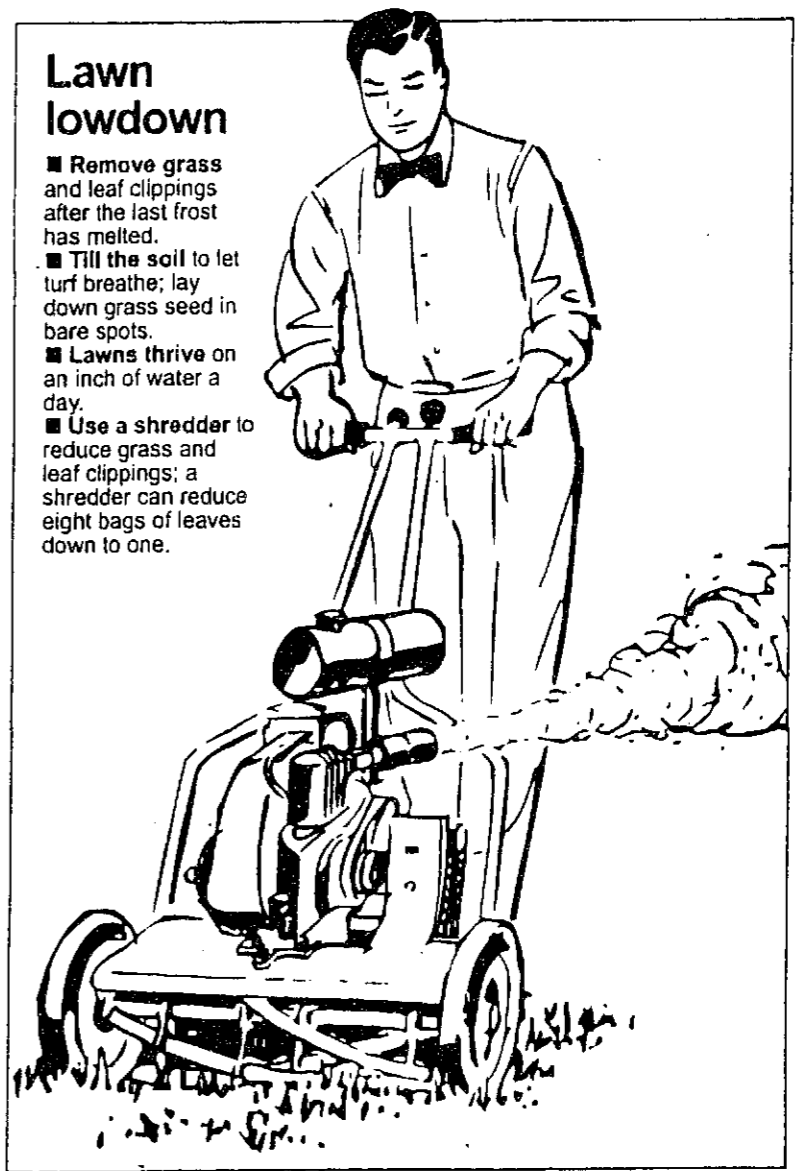
Chips can be produced by recycling broken and pruned branches collected during a yard cleanup.

Trees, shrubs, perennials and annuals all benefit greatly from pruning, though this task needs to be done properly and at the appropriate season. The myth that all pruning

Continued on 2

**Lawn lowdown**

- Remove grass and leaf clippings after the last frost has melted.
- Till the soil to let turf breathe; lay down grass seed in bare spots.
- Lawns thrive on an inch of water a day.
- Use a shredder to reduce grass and leaf clippings; a shredder can reduce eight bags of leaves down to one.



Copley News Service/Dan Clifford





HomeTown Newsweek EAST

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**NORTHVILLE**, \$65 per week. (517)476-5227. 113 W. Main Street.

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**SOUTH LYON**, clean private room, downtown, \$250 plus \$100 security. (517)437-8206.

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**HOWELL**, Burwick Glens Condominiums. New 2 br., 2 bath condo in quiet section. Includes garage, washer, dryer, appliances. No pets. Call Bob (517)546-2380 days (517)546-7650 evgs.

**NORTHVILLE**. Large 2 br. townhouse. 1 1/2 bath, finished basement, patio, fireplace, water & heat included, available Oct. 1st, no pets. \$850 plus security. (517)464-6066.

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**091 Industrial, Commercial For Rent**

**BRIGHTON**. Downtown Main St. retail space, 1,650sq.ft., (517)227-9653.

**BRIGHTON**. Old US 23 Commerce Center now leasing two units. 2400 sq.ft. & 900 sq.ft. (517)227-3650.

**BRIGHTON** area. 4100 sq.ft. to 79,000 sq.ft. industrial space, docks, overhead doors, 3 phase electric, direct X-way access, low prices, 20th Century. (517)231-3300.

**092 Buildings & Halls For Rent**

**MILFORD** hall for rent. Wedding receptions, showers, parties, etc. (517)685-9009/(517)685-8331.

**NORTHVILLE** (City). Building approx. 1100sq.ft. with approx. 16-18 parking spaces at 202 W. Main. (517)349-1818.

**NORTHVILLE**. 154 Mary Alexander Court. 1200sqft. (517)624-5921.

**093 Office Space For Rent**

**COMMERCIAL** or light industrial. 1,500sq.ft. production or warehouse area including small office. \$625/mo. plus heat and electric. (517)227-1760.

**FOWLerville**. Grand X Shopping Plaza. New construction, retail space available. From 1000 to 10,000 sq.ft. (517)546-7455.

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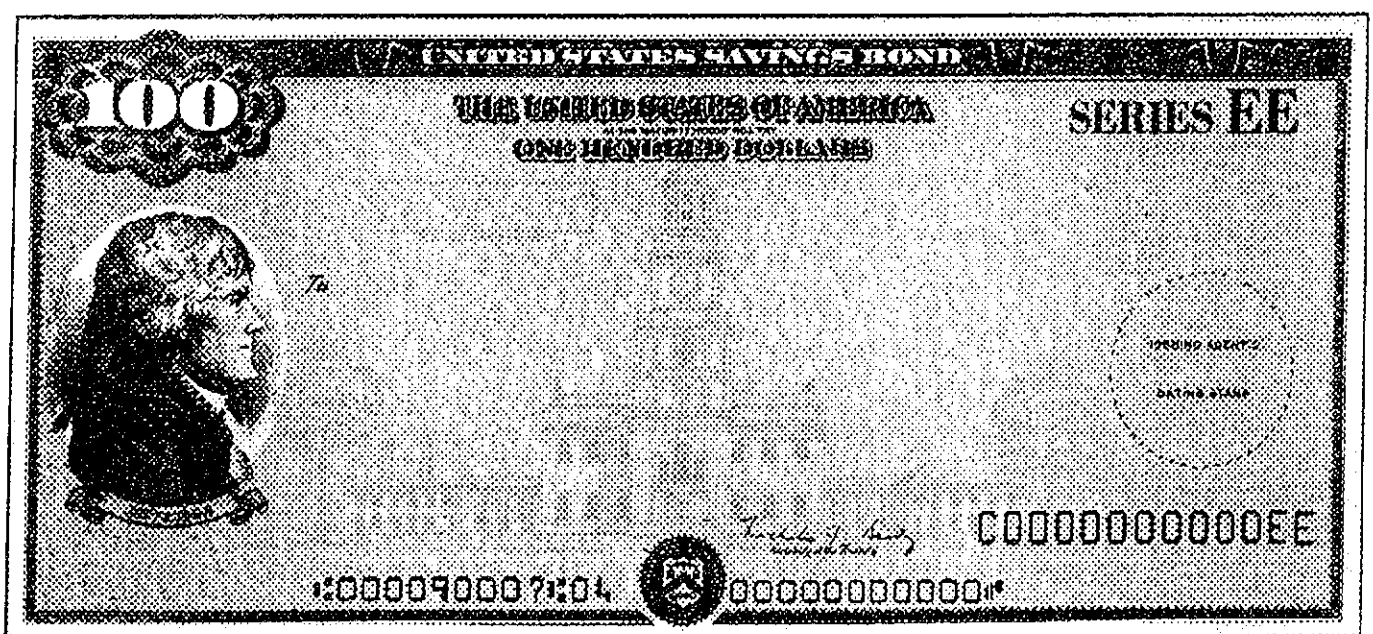
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**Tradition is the topping for Shield's pizza**



Photo by BRYAN MITCHELL

Paul Silveri (l) and Lee Moraitis show off Novi's Detroit tradition, Shield's pizza.

By RICK BYRNE  
Copy Editor

So often the growth of the suburbs at the expense of Detroit means little more than new subdivisions and glass-and-steel offices.

But in the case of Shield's Restaurant, Bar and Pizzeria, the suburbs have inherited a true Detroit tradition. The Novi Shield's, on Grand River Avenue west of Meadowbrook Road, brought a piece of the city's culture to town when it opened in 1989.

"We've worked hard on this location," said Lee Moraitis, vice president of operations for the family-owned company. "The last couple of months, it's been working better than it ever has."

Moraitis' parents, Daphne and Constantine, bought Shield's from the original owners in 1972. Since then, it's been a success story of slow and steady growth, based not only on the strength of the name, but also on swarms of satisfied customers.

In 1979, Shield's opened a restaurant in Sterling Heights, then followed with another location in Southfield in 1980. The most recent store, in Troy, opened this January.

"We've followed our clientele to the suburbs," Moraitis said. "In the next two years, we'd like to open three to five carry-out locations, and a couple more full-service restaurants."

The Novi site got a facelift this year as well. The bar area was remodeled with new tables and updated decor.

The bar itself is something of a

local historical landmark. The mahogany bar, built in 1934, was the centerpiece of the original Shield's, which opened at East Davison and Shield Street in Detroit in 1946.

When that location closed for good, the bar was dismantled and rebuilt at the Novi restaurant. It continues to draw the late-night crowds, just as it always did downtown.

"We get a mixed clientele," said Moraitis. "We get a lot of families, but in the late evenings we get a bar crowd. Surprisingly we draw a lot of people who work at other restaurants, and softball teams. We take the bar hand-in-hand, but we're more concerned with the family business."

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Continued on 3

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Business Briefs

HAROLD N. HYLAND of Novi, Charles M. Young of Northville and Douglas Teubert of Northville, all graduates of Lutheran Brotherhood University (LBU) Summer School, recently completed an intensive three-day seminar...

A district representative at the Karl W. Mueller Agency, Hyland was updated on a variety of topics, including new and revised products, service activities, and selling concepts, among others.

This training was designed to improve financial service for clients. Held at eight schools across the country, Hyland attended LBU at Valparaiso University in Valparaiso, Ind.

Reaching out to a 1,700-member field force, Lutheran Brotherhood's LBU Summer School is considered rare in the insurance industry.

Lutheran Brotherhood is a fraternal benefit society with one million members nationwide. It offers a broad range of financial products and services to Lutherans. Through its fraternal (charitable and benevolent) resources, it aids its members, their communities, and Lutheranism.

CUMMINS MICHIGAN INC. announces that its parent company, Cummins Engine Co., has acquired the remaining 36 percent of Onan Corp. from Hawker Sidley Overseas Investments Limited for \$64 million.

Onan is a world leader in the development, manufacture and sale of power generation equipment for customer and industrial markets. Onan is headquartered in Fridley, Minn.

Stanley Power Inc., with locations in Redford and Grand Rapids, is the distributor for Onan Corporation in the lower peninsula of Michigan and has the same ownership as Cummins Michigan Inc.

Cummins Michigan Inc. is the distributor for Cummins Engine Co. in the lower peninsula of Michigan of diesel engine, components and power systems for trucks and industrial equipment. There are locations in Novi, Dearborn, Grand Rapids, Saginaw, and Blissfield.

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Mary DiPaolo/Focus: Small Business

Recognition is the best motivator



That much of what we learn is based on our interactions with other people. As a result, we are motivated to behave one way or another as a result of the things that we are taught either consciously or unconsciously by others.

According to Mike Wickett, owner of Mike Wickett Enterprises of Birmingham and well-known speaker, trainer and consultant, there are no accidents in business when it comes to problems with employee motivation.

By motivating to some degree. It is up to the employer to serve as a coach and cheerleader, rather than simply a boss, when wanting to motivate employees in a positive way.

Wickett goes on to say that recognition is the greatest motivator affecting successful employee performance.

Recognizing and encouraging employees to perform well takes many forms. "The owner sets the tempo with his or her own attitudes and behaviors," states Wickett. "It doesn't cost

cent to become a positive and upbeat person who encourages employees by making them feel valued, worthy and an important part of the business."

Beyond the owner or manager's responsibility in this regard, many firms have implemented programs to recognize small outstanding achievement by employee staff. Examples within the small business community include "employee recognition day," sales contests, bonus incentives, and customer feedback programs.

For additional information regarding each of these, readers are encouraged to contact Nightengale-Conant at its toll-free number, 1-800-323-5552.

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Pointe condos to sell at auction



The growing popularity of residential real estate auctions continues to make inroads in the greater Detroit area, where South Pointe, a luxury adult condominium development...

The growing popularity of residential real estate auctions continues to make inroads in the greater Detroit area, where South Pointe, a luxury adult condominium development located in suburban Novi, will auction 37 new one- and two-bedroom residences on Sunday, Aug. 30.

Like other major developers of quality residences nationwide, South Pointe's K & S Enterprises has opted to use the auction as an accelerated marketing alternative, said Kelly T. Frank, vice president of Sheldon Good & Co.

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Keep An Eye Out For Those Back To School Specials! School Bus Safety Tips

Novi Shield's has original Detroit bar

Continued from 1

the customer the minute he walks in the door. "Service is the most important thing in this business," said Paul Silveri, manager of the Novi Shield's.

"We want our staff to be very cordial with the customers. They use suggestive selling, but we want to make sure the customer is happy. That's the bottom line."

Moraitis believes that a happy customer is his best advertisement, an important element since Shield's does very little advertising.

"We want to make sure every customer leaves here satisfied," he said. "If they're happy, they'll tell five people, but if they have a complaint, they'll tell 10."

Shield's pizza itself draws big kudos, and with good reason. The deep-dish square crust is thick and doughy, yet it's cooked just enough to give it a snap with every bite.

Shield's pizza is a tradition in the metropolitan area, too. Shield's has delivered pizzas (frozen, obviously) as far away as Hawaii and South Carolina.

Shield's is a tradition in the metropolitan area, too. Shield's has delivered pizzas (frozen, obviously) as far away as Hawaii and South Carolina.

With that in mind, the Novi store sponsors four sports teams every summer in Novi and adjacent communities. The company will also be naming Achievers of the Week from local schools, and will honor them in the corresponding community newspapers.

NORTHWEST POOL SUPPLIES Located at Northwest Propane, Inc. 227-5049 11879 E. Grand River

SUMMER CUTTING SPECIALS HOMELITE Super XL 20" bar and chain Automatic oiling 3.5 cubic inch engine \$329.00 Sale Price

An American Favorite on Sale Now DEMO \$7,150.00

F725 Front Mower DEMO \$3,995.00

AMT 626 Transport Nothing Runs Like a Deere BAKER'S LAWN & LEISURE 1155 S. Milford Rd., Highland (313) 887-2410

School Bus Safety Tips KIDS! Not all cars stop so... please make sure that cars are stopped before crossing the road to get to the bus.

JOHN DEERE







- 111 Farm Products**  
SWEET corn for deer feed \$400 (313)94-7660  
WANTED: Standing hardwood timber...  
WANTED: Reliable supplier of hay with a good product at fair prices...
- 112 U-Pick**  
BLUEBERRIES & Paula Red Apples...  
WANTED: Standing hardwood timber...
- 113 Electronics**  
LONGWOOD oil & wood combination furnace...  
WANTED: Reliable supplier of hay...
- 116 Wood Stoves**  
A-1 SEASONED firewood, 4x8x16, all oak \$50, mixed hardwood \$45 per load...  
WANTED: Reliable supplier of hay...

- 117 Firewood**  
ALL ADS TO APPEAR UNDER THIS CLASSIFICATION MUST BE PREPAID.  
A-1 SEASONED firewood, 4x8x16, all oak \$50, mixed hardwood \$45 per load...  
WANTED: Reliable supplier of hay...
- 118 Building Materials**  
DOOR, window, etc. Two 6 ft. Thermopane & two 9 ft. Thermopane sliders, ideal for sunroom or cottage...  
WANTED: Reliable supplier of hay...
- 119 Lawn, Garden Equipment**  
FORD riding mower, 11hp, electric, 30in. cut, rear bagger, 1 hp, \$800 firm...  
WANTED: Reliable supplier of hay...
- 120 Lawn & Garden Materials/Services**  
AUGUST Special: Screened topsoil \$10 per yd. delivered...  
WANTED: Reliable supplier of hay...

- 124 Bargain Buy**  
2 LIGHT fluorescent side wall fixtures in various 65 watt...  
WANTED: Reliable supplier of hay...
- 125 Horse Boarding**  
REGISTRATION fee \$100...  
WANTED: Reliable supplier of hay...
- 126 Pet Supplies**  
10 FT. x 12 FT. x 40 in. tall...  
WANTED: Reliable supplier of hay...
- 127 Farm Equipment**  
1987 JOHN Deere 560 Diesel...  
WANTED: Reliable supplier of hay...
- 128 Breeds**  
60% EASTERN/Tundra/Arctic wolf, 20% Melanite, 2nd generation from 100% 32nd high...  
WANTED: Reliable supplier of hay...
- 129 Household Pets**  
ADOPTABLE pets available...  
WANTED: Reliable supplier of hay...

- 125 Horse Boarding**  
REGISTRATION fee \$100...  
WANTED: Reliable supplier of hay...
- 126 Pet Supplies**  
10 FT. x 12 FT. x 40 in. tall...  
WANTED: Reliable supplier of hay...
- 127 Farm Equipment**  
1987 JOHN Deere 560 Diesel...  
WANTED: Reliable supplier of hay...
- 128 Breeds**  
60% EASTERN/Tundra/Arctic wolf, 20% Melanite, 2nd generation from 100% 32nd high...  
WANTED: Reliable supplier of hay...
- 129 Household Pets**  
ADOPTABLE pets available...  
WANTED: Reliable supplier of hay...
- 163 Office/Clerical**  
Administrative Assistant to work for...  
WANTED: Reliable supplier of hay...
- 164 Food/Beverage**  
OWN opportunity to run a part-time...  
WANTED: Reliable supplier of hay...
- 165 Dental**  
DENTAL Assistant Experienced with X-ray, radiology, down town...  
WANTED: Reliable supplier of hay...
- 166 Medical**  
DEPENDABLE nurse aide needed for private duty in Brighton...  
WANTED: Reliable supplier of hay...
- 167 Legal**  
LEGAL SERVICES...  
WANTED: Reliable supplier of hay...
- 168 Office/Clerical**  
Administrative Assistant to work for...  
WANTED: Reliable supplier of hay...

# Clean out... and clean up

Make a tidy profit — have a garage sale. It's great incentive to clean out your attic, basement and closets and clean up with cold cash. Call and place your order today.

**To place your Classified Ad Call**

Brighton, Pinckney, or Hartland... (313) 227-4436  
Howell/Fowlerville... (517) 548-2570  
South Lyon Area... (313) 437-4133  
Milford Area... (313) 685-8705  
Northville/Novi... (313) 348-3022  
24 Hour FAX... (313) 437-9460

**Check out your local merchants for those BACK TO SCHOOL specials!**

PLEASE! Stop for school buses, its vital to our children!

- 151 Household Pets**  
ADOPTABLE pets available...  
WANTED: Reliable supplier of hay...
- 152 Horses**  
1989 W/W 2 horse trailer, good condition...  
WANTED: Reliable supplier of hay...
- 153 Horse Boarding**  
REGISTRATION fee \$100...  
WANTED: Reliable supplier of hay...
- 154 Pet Supplies**  
10 FT. x 12 FT. x 40 in. tall...  
WANTED: Reliable supplier of hay...
- 155 Farm Animals**  
1 FEMALE miniature donkey...  
WANTED: Reliable supplier of hay...
- 156 Day Care, Babysitting**  
ALL ADS TO APPEAR UNDER THIS CLASSIFICATION MUST BE PREPAID...  
WANTED: Reliable supplier of hay...
- 160 Elderly Care & Assistance**  
ADULT Foster care home needed...  
WANTED: Reliable supplier of hay...
- 161 Day Care, Babysitting**  
ALL ADS TO APPEAR UNDER THIS CLASSIFICATION MUST BE PREPAID...  
WANTED: Reliable supplier of hay...
- 162 Elderly Care & Assistance**  
ADULT Foster care home needed...  
WANTED: Reliable supplier of hay...
- 163 Nursing Homes**  
CERTIFIED nursing aide, immediate openings available...  
WANTED: Reliable supplier of hay...
- 164 Food/Beverage**  
OWN opportunity to run a part-time...  
WANTED: Reliable supplier of hay...
- 165 Dental**  
DENTAL Assistant Experienced with X-ray, radiology, down town...  
WANTED: Reliable supplier of hay...
- 166 Medical**  
DEPENDABLE nurse aide needed for private duty in Brighton...  
WANTED: Reliable supplier of hay...
- 167 Legal**  
LEGAL SERVICES...  
WANTED: Reliable supplier of hay...
- 168 Office/Clerical**  
Administrative Assistant to work for...  
WANTED: Reliable supplier of hay...



187 Business Opportunities

12FT aluminum boats, V-John 5hp. Gamma Fisher motor, 6 hp. Johnson motor, good. 12-14 ft. boat trailer. Trip deck. 7887. f/boat trailer. (517)223-9002

201 Motorcycles

1978 1100 SUZUKI Double overhead cam, 2 seats, low ferring. \$1500/best. (313)27-8664

205 Snowmobiles

1975 Arctic cat 440 for parts, runs. \$75. (517)548-5435

210 Boats and Equipment

100Vr. old restored Dory winchard gas engine & trailer. \$2500. Brighton Boatworks (517)227-6943

230 Trucks

CAP Fiberglass for Toyota Long Bed. Good condition. \$200. (517)548-4261

220 Auto Parts and Services

1992 CHEVY 307 (Small Block), low miles, very strong & Electric Disc Brakes, \$150/best. (313)437-6500

221 Truck Parts and Services

4 TIRES 33x15 inch radial good cond. \$200. Alter 6pm. (517)548-6834

Get Your Best Shot at Dick Scott Dodge. #1 Seller Under \$7,000.

NEW '92 DODGE SHADOW AMERICA 2 Door. Stock #36713. Was \$8574. Now \$6999.

Varsity Ford's 12th Annual August Dollar Days Used Car Sale \$1 Down.

YOU MUST SEE THIS!!! ONE WEEK ONLY!!! 1992 Dodge Stealth Twin-Turbo AWD.

1992 DAKOTA, 1992 CARAVAN S.E., 1992 SUNDANCE DUSTER.

1993 JEEP GRAND CHEROKEE. Limited Cherokee. 4 wheel drive.

LASCO FORD, CHRYSLER, DODGE. RICK STOKES IS NOW AT LASCO, WHERE THE BOTTOM LINE COUNTS!

Lasco Ford-Chrysler. WE GIVE YOU THE REBATE! \$100.00 UNDER INVOICE on '92's OVER INVOICE on '93's.

Lasco Ford-Chrysler. 2525 OWEN RD., FENTON, MI 48430. (313) 629-2255.

Brighton Chrysler. Plymouth • Dodge • Jeep • Eagle. 9827 E. Grand River • Brighton.

SPIKER LARGEST VOLUME FORD-MERCURY DEALERSHIP. BUY NOW OVER 300 IN STOCK FORDS, MERCURYS, FORD TRUCKS.

SPIKER. NO MONEY DOWN TRADE-IN SPECIALS. '88 ESCORT 2 DR. '88 MERCURY GRAND MARQ LS 4 DR.

Varsity Ford. 130 S. Milford Road, Milford. 684-1715 or 963-6587.

1991 CHEVROLET C1500 PICKUP. \$241 per mo. Base Price \$12,415.

Sale of Sales. 1991 Lumina 4 Door. \$249 per mo. 1991 Chevrolet S-10 Short Box Pickup. \$167 per mo.

USED CAR BARGAINS! 1989 Dodge Dynasty 4 Door. \$4975.

USED CAR BARGAINS! 1989 Olds Cutlass Supreme. \$9275.

Service Special. amy Rae ENGINE TUNE-UP. \$100 Off.

Service Special. amy Rae BRAKE INSPECTION. \$1250.






# HOT DEALS AND SIZZLING SAVINGS!

# 1992 SUMMER Clearance


**NEW 1992 CAVALIER 2 DOOR**  
St. 2151J



Factory Price	\$10,379
Discount Savings	-485
Consumer Cash Back	-750
GM Employee/Family Disc	-453
1st Timer Buyer's Disc	-400
Your Net Trade In or Cash Red.	-1000

**\$168** **\$7245**  
OR LESS

**NEW 1992 BERETTA 2 DOOR COUPE**  
St. 447F



Factory Price	\$13,457
Discount Savings	-1108
Consumer Cash Back	-500
GM Employee/Family Disc	-624
1st Timer Buyer's Disc	-400
Your Net Trade In or Cash Red.	-1000

**\$191** **\$9325**  
OR LESS

**NEW 1992 CORSICA**  
St. X2239J



Factory Price	\$14,516
Discount Savings	-1168
Consumer Cash Back	-500
GM Employee/Family Disc	-400
Your Net Trade In or Cash Red.	-1000

**\$212** **\$10,271**  
OR LESS

**NEW 1992 CAMARO R.S.**  
Stock No. 2234J FULLY LOADED



Factory Price	\$17,063
Discount Savings	-1287
Consumer Cash Back	-500
GM Employee/Family Disc	-783
1st Timer Buyer's Disc	-400
Your Net Trade In or Cash Red.	-1000

**\$244** **\$12,193**  
OR LESS

**NEW 1992 LUMINA 2 DOOR**  
St. 431F



Factory Price	\$16,776
Discount Savings	-1861
Consumer Cash Back	-750
GM Employee/Family Disc	-778
Your Net Trade In or Cash Red.	-1000

**\$198** **\$10,937**  
OR LESS

**NEW 1992 CAPRICE**  
St. 2006J



Factory Price	\$19,282
Discount Savings	-2847
Consumer Cash Back	-500
GM Employee/Family Disc	-936
Your Net Trade In or Cash Red.	-1000

**\$278** **\$13,999**  
OR LESS

**NEW 1992 S-10 PICKUP**  
St. XT415J



Factory Price	\$12,517
Discount Savings	-2265
Consumer Cash Back	-1039
GM Employee/Family Disc	-444
1st Timer Buyer's Disc	-400
Your Net Trade In or Cash Red.	-1000

**\$139** **\$6599**  
OR LESS

**NEW 1992 1/2 TON FULL SIZE PICKUP**  
St. XT395J



Factory Price	\$11,535
Discount Savings	-925
Consumer Cash Back	-300
GM Employee/Family Disc	-547
Your Net Trade In or Cash Red.	-1000

**\$180** **\$8765**  
OR LESS

**NEW 1992 FULL SIZE CONVERSION**  
St. T402J



Factory Price	\$23,187
Discount Savings	-3805
Consumer Cash Back	-1300
GM Employee/Family Disc	-804
Your Net Trade In or Cash Red.	-1000

**\$286** **\$14,999**  
OR LESS


**NEW 1992 ASTRO CONVERSION EXTENDED VAN**  
St. T561J



Factory Price	\$23,725
Discount Savings	-4133
Consumer Cash Back	-500
GM Employee/Family Disc	-865
Your Net Trade In or Cash Red.	-1000

**\$297** **\$16,449**  
OR LESS


**1992 S-10 BLAZER 4X4 DR.**  
St. ST370J



Factory Price	\$24,576
Discount Savings	-2014
Consumer Cash Back	-2000
GM Employee/Family Disc	-1133
Your Net Trade In or Cash Red.	-1000

**\$302** **\$16,999**  
OR LESS


**1992 FULL SIZE K-BLAZER**



Factory Price	\$26,308
Discount Savings	-2,623
GM Employee/Family Disc	-1285
Your Net Trade In or Cash Red.	-1000

**\$408** **\$21,400**  
OR LESS


**NEW 1992 METRO XFI**  
St. 459F



Factory Price	\$7454
Discount Savings	-400
Consumer Cash Back	-500
GM Employee/Family Disc	-357
1st Timer Buyer's Disc	-400
Your Net Trade In or Cash Red.	-1000

**\$111** **\$4797**  
OR LESS

**NEW 1992 GEO STORM 2+2 COUPE**  
St. 2094J



Factory Price	\$12,835
Discount Savings	-1064
Consumer Cash Back	-1500
GM Employee/Family Disc	-624
1st Timer Buyer's Disc	-400
Your Net Trade In or Cash Red.	-1000

**\$171** **\$8247**  
OR LESS

**MARTY'S**

- '85 TRANS AM: T-tops, full power, extra sharp! **\$5488**
- '85 SUBURBAN SILVERADO: Extra sharp & loaded with equipment, won't last at **\$6488**
- '87 FIERO GT: Auto, air, 46,000 miles, super clean **\$7988**
- '89 PRELUDE: All wheel steer., red, sunroof, air, auto & more. Now only **\$10,988**
- '90 CHEV. BEAUVILLE: 12 pass., dual air, extra sharp, Now **\$13,988**

**JAY'S**

- '88 CAVALIER: Only **\$2995**
- '88 FORMULA FIREBIRD: Only 31,000 miles, loaded, Only **\$7995**
- '88 ASTRO CL: Loaded, Only **\$8995**
- '92 TRACKER LSI: 9,000 miles **\$12,995**
- '91 BLAZER 4X4: Loaded, Only 8900 miles **\$15,995**

**NEW 1992 GEO TRACKER CONVERTIBLE**  
St. T9423F



Factory Price	\$10,742
Discount Savings	-317
Consumer Cash Back	-750
GM Employee/Family Disc	-522
1st Timer Buyer's Disc	-400
Your Net Trade In or Cash Red.	-1000

**\$165** **\$7753**  
OR LESS

**NEW 1992 PRIZM**  
St. 2192J



Factory Price	\$11,850
Discount Savings	-492
Consumer Cash Back	-1500
GM Employee/Family Disc	-574
1st Timer Buyer's Disc	-400
Your Net Trade In or Cash Red.	-1000

**\$157** **\$7684**  
OR LESS

**1992 PRIZM 4 DR.** Stk. #4828F

- Air Conditioning
- AM/FM Stereo
- Automatic
- Much More

Compare At **\$12,895** **\$8995**

**1992 CAVALIER 4 DR. RS** Stk. #B1352J

- Air Conditioning
- AM/FM Stereo
- Power Steering
- Automatic
- V-6
- Much More

Compare At **\$12,716** **\$9988**

**1992 LUMINA EURO SPORT-4 DR.** Stk. #B1310J

- Air Conditioning
- AM/FM Stereo
- Tilt/Cruise
- Power Locks/Windows
- V-8
- Much More

Compare At **\$18,879** **\$13,995**

**1992 CAPRICE CLASSIC** Stk. #4830F

- Air Conditioning
- Power Windows
- Power Locks
- Dual Power seats
- Completely Loaded

Compare At **\$22,375** **\$16,995**

**1992 BERETTA GT** St. #B1352J

- Air Conditioning
- AM/FM stereo
- Tilt
- Power locks
- Auto/V-6
- Much more

Compare At **\$16,133** **\$11,495**

**1992 BEAUVILLE VAN** Stock #B1409J

- Rear/Air heat
- Trailer Tow Pkg.
- Aluminum Wheels
- AM/FM Stereo
- Much More

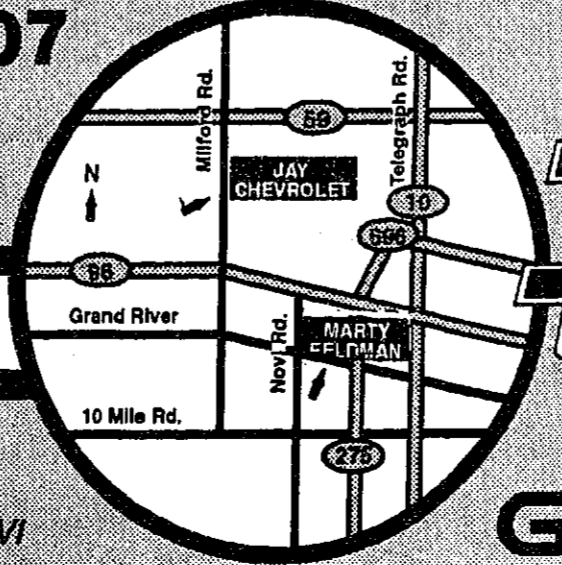
Compare At **\$24,737** **\$18,995**

**1-800-354-7007**

**MARTY'S FIELDMAN Chevrolet**

SHOWROOM HOURS: Mon. & Thurs. 9 to 9, Tues., Wed., Fri. 9-6, Saturday 10 a.m.-3 p.m.

**348-7000**  
42355 GRAND RIVER • NOVI  
JUST EAST OF NOVI ROAD, NOVI



**JAY's Chevrolet**

SHOWROOM HOURS: Mon. & Thurs. 9 to 9, Tues., Wed., Fri. 9-6, Saturday 10 a.m.-3 p.m.

**684-1025**  
**358-2080**  
2675 S. MILFORD RD. • HIGHLAND  
JUST 1 MILE SOUTH OF M-59